

Fifth Conference on Postal and Delivery Economics:

THE EVOLVING STRUCTURE OF POSTAL AND DELIVERY INDUSTRIES

June 11-14, 1997
Helsingør, Denmark

THE STATE UNIVERSITY OF NEW JERSEY
RUTGERS

Presented by
CENTER FOR RESEARCH IN REGULATED INDUSTRIES
at Rutgers University

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- University of Pennsylvania, Wharton School—Center for Risk Management and Decision Processes
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THE EVOLVING STRUCTURE OF POSTAL AND DELIVERY INDUSTRIES

Wednesday, June 11, 1997

- 5:00 - 6:00 pm Registration
- 6:00 Reception—*Hosted by Price Waterhouse World Postal Industry Group*
- 7:00 *Welcome and Introduction to Conference*
Michael A. Crew and Paul R. Kleindorfer
Dinner & Speech: Palle Juliussen,
Chief Personnel and Planning Executive,
Post Danmark
- 9:00 After Dinner Drinks

Thursday, June 12, 1997

- 7:30 a.m. Breakfast
- 9:00 - 10:30 **LEGAL ISSUES**
Chair: Oluf Raldorf
Discussants: Mario Dunn, Per Forsberg,
and Pekka Leskinen
Stephen Agar and Ian Reay: Postal
Regulation and EU Competition Law
**Catherine Churchard, and Françoise
Blum:** The Postal Network: Essential
Facility or Commercial Asset?
William E. Kovacic: Postal Services
Regulatory Reform in Transitional
Economies
- 10:30 - 10:50 Coffee Break
- 10:50 - 12:20 **REFORM I**
Chair: Michael A. Crew
Discussants: Jean-Paul Forceville and
John C. Panzar
Robert G. Taub: Postal Reform in the
United States: A New Paradigm
James I. Campbell: U.S. Postal Reform:
a Competitor's View
**Nigel Attenborough and Jonathan
Sandbach:** Employment Effects of
Liberalizing Direct and Cross-Border Mail
Axel Kirmess: Postal Reform in
Germany
- 12:20 - 1:45 Lunch
- 1:45 - 3:15 **REFORM II**
Chair: Nancy Staisey
Mary E. Bundy: An Examination of the
Canada Post Mandate Review
**David Treworgy, Thomas Sharkey,
David Fronk & Michael Kehoe:**
Regulation and Reform of Postal
Administration: An Informational
Comparison and Assessment
Commentary: John Allen
- 3:15 Break
- 6:00 Reception

7:00

*Dinner & Speech: Ian Bourne, Senior Vice
President and CFO, Canada Post*

9:00

After Dinner Drinks

Friday, June 13, 1997

- 7:30 a.m. Breakfast
- 9:00 - 10:30 **Concurrent Sessions**
DEMAND ANALYSIS
Chair: Börje Spong
Discussants: Hansje Huson and
Heikki Nikali
John Nankervis and Frank Rodriguez:
How Important Have Price and Quality
of Service Been to Mail Volume Growth?
Ikuo Izutsu and Iehisa Yanaura: The
Summary of the Study on Replacement
of Letter Mail Services by
Telecommunications Services in Japan
- REGULATION**
Chair: Edward J. Gleiman
Discussants: Nancy Sparks, David
Storer, and Tim Walsh
Bernard Roy and Joelle Toledano:
Terminal Dues and Market Structure:
the Contribution of Economic Analysis
Monika Plum: Is there a need for
sector-specific regulation in liberalized
postal markets?
- 10:30 - 10:50 Coffee Break
- 10:50 - 12:20 **Concurrent Sessions**
COST ANALYSIS
Chair: Peter Johnson
Discussants: Donald O'Hara, Roger
Sherman, and Anton van der Lande
Michael D. Bradley and Jeffrey Colvin:
More than Kin or Less than Kind?
Aggregating the Components of Postal
Costs
Rodney Maddock: Some Evidence on
the Economics of Local Delivery for Mail
**Jean-Pierre Florens, Cathy Cazals, and
Marc DeRycke:** Regrouping of Post
Offices: Econometric Valuation and
Efficiency Measurement
- STRATEGIC ISSUES**
Chair: Jens Nielsen
Discussants: Thomas Baldry, Leon
Pintsov, and Alan Robinson
Tapio Liikanen: Scenarios as a Means
of Strategic Management of Finland Post
Herbert Gilbert and Mary K. Perkins:
Should Postal Operators Play in the
Cyber-Mart?

12:20 - 1:45	Lunch
1:45 - 3:15	ENTRY-ACCESS Chair: John Dolling Discussants: John Haldi Robert Cohen, Ed Chu, William Ferguson, John Waller, and Spyros Xenakis: Cream Skimming Potential in the United States Postal System Marshall Kolin and Edward S. Smith: Profitability of Mail Delivered on Rural Routes
3:15	Break
6:30	Reception
7:30	<i>Dinner & Speech:</i> William Henderson, Chief Operating Officer, United States Postal Service
9:30	After Dinner Drinks

Saturday, June 14, 1997

7:30 a.m.	Breakfast
9:00 - 10:30	UNIVERSAL SERVICE I Chair: John Reynolds Discussants: Sture Wallander Michael A. Crew and Paul R. Kleindorfer: Efficient Entry, Monopoly and the Universal Service Obligation in Postal Service Jens Nielsen, Rainer Nitsche, and Christian Kofoed-Enevoldsen: Universal Service Obligation in the European Postal Sector-The Case of Denmark David A. Rawnsley and Nomi Lazar: Managing the Universal Service Obligation
10:30 - 10:50	Coffee Break
10:50 - 11:50	UNIVERSAL SERVICE II Chair: Bill R. Price Discussants: Eric Merkel-Sobotta and John C. Panzar Virpi Palo: A Comparative Study on Services of General Interest in the EU: Universal Postal Services and the Network Ulrich Stumpf: The EU Framework for Ensuring Universal in Telecommunications: Lessons for the Postal Sector
11:50 - 12:30	CONCLUDING PANEL DISCUSSION—Regulation of Postal Service and Competition Chair: Michael A. Crew Panelists: James I. Campbell, John C. Panzar, Roger Sherman, and Joelle Toledano
12:30 - 12:35	Concluding Remarks —Michael A. Crew
12:35 - 2:00	Lunch (Conference Ends)
2:00	Conference Ends

ORGANIZING COMMITTEE

John Allen (New Zealand Post)
Thomas Baldry (Deutsche Post-AG)
James Campbell (IECC)
Robert Cohen (U.S. Postal Rate Comm.)
Virpi Palo (Finland Post)
Bill Price (Canada Post)
Oluf Raldorf (Post Danmark)
David Rawnsley (LINX)
Ian Reay (British Post Office)
John Reynolds (U.S. Postal Service)
Marc Smith (U.S. Postal Service)
Nancy Sparks (Federal Express)
Börje Spong (Sweden Post)
Joëlle Toledano (La Poste)
David Treworgy (Price Waterhouse)
Sture Wallander (Sweden Post)
Anton van der Lande (UPS)

FEES AND EXPENSES

- A registration fee of \$810 is payable to the Center for Research in Regulated Industries.
- The charge for food and lodging for the duration of the Conference is approximately 3,095 DKK.
- The conference fee is waived for a limited number of employees of sponsoring organizations.

CONFERENCE STAFF

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Ms. Linda S. Brennan, *Conference Administrator*
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C.R.R.I.

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THE EVOLVING STRUCTURE OF
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Helsingør, Denmark
June 11-14, 1997

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 Send invoice to participant at above address.
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Until April 15, 1997 refunds will be allowed in full. After this date the conference fee is due in full whether or not the participant actually attends the conference. Substitutions may be made at any time.

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Please return completed application form by April 15, 1997*** to:

Linda S. Brennan
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* Sponsorship must be paid for 1997.

** Make check in U.S. funds payable to "Rutgers University." Credit cards are not acceptable for payment of conference fees.

*** Space is highly limited. Early application is advised.

SPEAKERS AND DISCUSSANTS

STEPHEN AGAR, Asst. Director—Postal Services & Regulation, UK Post Office Legal Services
JOHN ALLEN, General Manager—Planning and Communications, New Zealand Post
NIGEL ATTENBOROUGH, Associate Director, NERA
THOMAS BALDRY, Manager—Marketing Services Infopost, Deutsche Post-AG
FRANÇOISE BLUM, Senior Competition Law, Clifford Chance
MICHAEL D. BRADLEY, Professor, George Washington University
MARY E. BUNDY, Director, LINX
JAMES I. CAMPBELL, Counsel, Federal Express Corp.
CATHY CAZALS, Researcher, IDEI
CATHERINE CHURCHARD, Legal Services Director, U.K. Post Office
ROBERT COHEN, Director, Technical Analysis & Planning, U.S. Postal Rate Commission
JEFFREY COLVIN, Principal Economist, U.S. Postal Service
MICHAEL A. CREW, Professor, Rutgers University
MARC DE RYCKE, La Poste
JOHN DOLLING, Head of Strategy Development, Royal Mail
MARIO DUNN, Head of Policy, Communications Works Union
JEAN-PIERRE FLORENS, Professor, IDEI
JEAN-PAUL FORCEVILLE, Head—Strategic Planification Department, La Poste
PER FORSBERG, Sweden Post
DAVID FRONK, Economist, U.S. Postal Service
HERBERT GILBERT, Economist, U.S. Postal Service
EDWARD J. GLEIMAN, Chairman, U.S. Postal Rate Commission
JOHN HALDI, President, Haldi Associates, Inc.
HANSJE HUSON, Consultant—Postal Affairs, PTT Post, Netherlands
IKUO IZUTSU, Director, ITP—Ministry of Posts and Telecommunications
PETER JOHNSON, Senior Vice President, LINX
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AXEL KIRMES, Bundesministerium für Posts und Telekommunikation
PAUL R. KLEINDORFER, Professor, University of Pennsylvania
CHRISTIAN KOFOED-ENEVOLDSEN, Head of Organization and Planning, Post Denmark
MARSHALL KOLIN, Economist, U.S. Postal Service
WILLIAM E. KOVACIC, Associate Professor, George Mason University
NOMI LAZAR, Research Associate, LINX
PEKKA LESKINEN, General Counsel, PT—Finland Ltd.
TAPIO LIIKANEN, Business Planning Manager, Finland Post
RODNEY MADDOCK, Professor, La Trobe University
ERIC MERKEL-SOBOTTA, Director—European Affairs, United Parcel Service
JOHN NANKERVIS, Reader, University of Surrey
JENS NIELSEN, Manager—Centre of Excellence for Postal Consulting, Price Waterhouse
HEIKKI NIKALI, Researcher, Finland Post
RAINER NITSCHKE, Manager, Price Waterhouse
DONALD O'HARA, Principal Economist, U.S. Postal Service
VIRPI PALO, Project Manager—Quality and Business Development, Finland Post Ltd.
JOHN C. PANZAR, Louis W. Menk Professor of Economics, Northwestern University
MARY K. PERKINS, Associate Professor, Howard University
LEON PINTSOV, Fellow—Advanced Concepts and Technology, Pitney Bowes, Inc.
MONIKA PLUM, Senior Economist, WIK
BILL R. PRICE, Director—Rate Economics & Product Costs, Canada Post
OLUF RALDORF, Deputy Director—Sales & Marketing, Post Danmark
DAVID A. RAWNSLEY, Senior Vice President, LINX
IAN REAY, Head of Operations Research, U.K. Post Office
JOHN REYNOLDS, Manager of Cost Analysis, U.S. Postal Service
PAUL RICHARDS, Economic Consultant, British Postal Consultancy Service
ALAN ROBINSON, Principal, Direct Communications Group
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BERNARD ROY, La Poste
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ROGER SHERMAN, Professor, University of Virginia
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